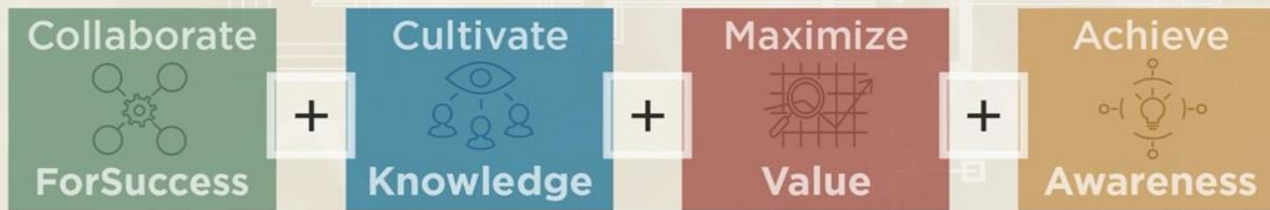


# GSA Fleet Overview and Offerings

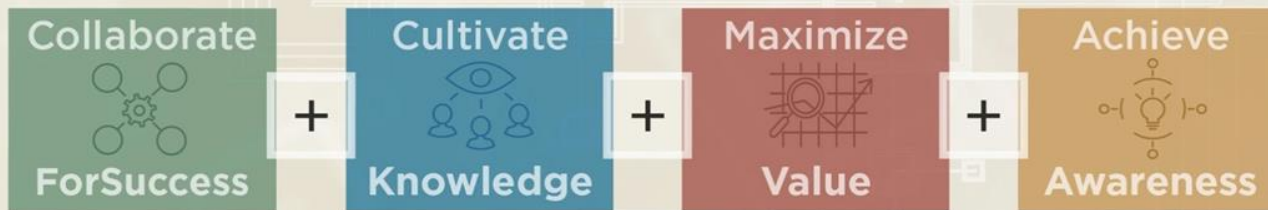
GSA Office of Fleet Management





# GSA Fleet Value Proposition

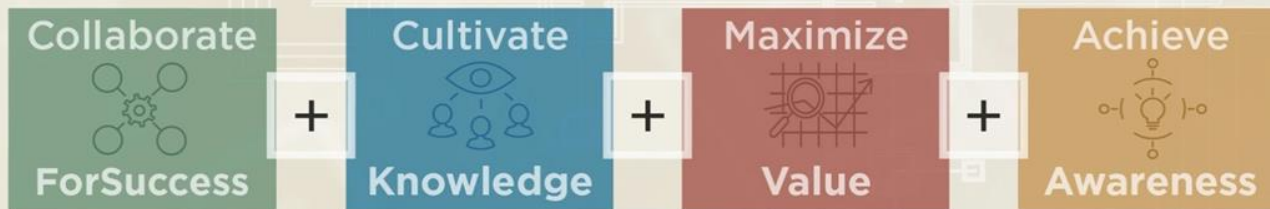




# GSA Office of Fleet Management

- Mandatory source for non-tactical Vehicle Purchasing ([FPMR 101-26.501](#))
  - Mission and agency directive, funding type or appropriations may determine whether agency leases or buys
  - [AutoChoice](#) on-line ordering tool
  - Professional engineering services including technical assistance and vehicle design services;
  - Professional contracting teams and customer service staff;
  - Assistance with schedule 23V ordering
- Non-mandatory source for Vehicle Leasing
  - Own and operates 1/3 of the Federal Fleet
  - Full service leasing provider
  - Over 206,000 leased vehicles
  - Domestic and overseas operation
  - Reliable funding (revolving fund)

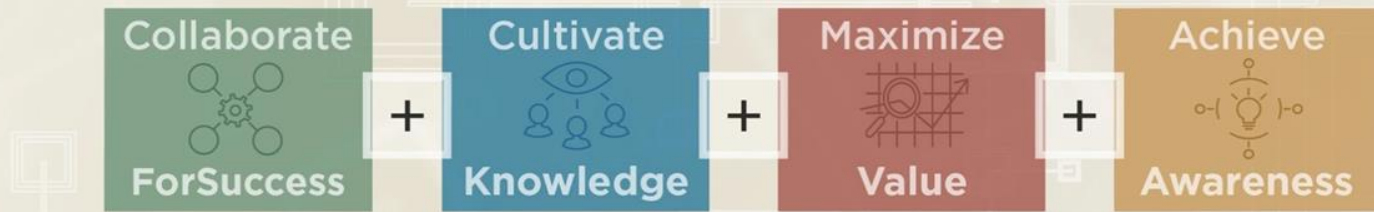




# Agenda

- Leasing with GSA Fleet
  - Network
  - Benefits
  - Offerings
  - Card Benefits
  - Fleet Overview and Cost Savings
- Offerings
  - Implementing Operational Efficiency
  - *Fleet planning, Fuel Considerations, Geographic Considerations, and Driving habits*
  - Current GSA Offerings
- Questions

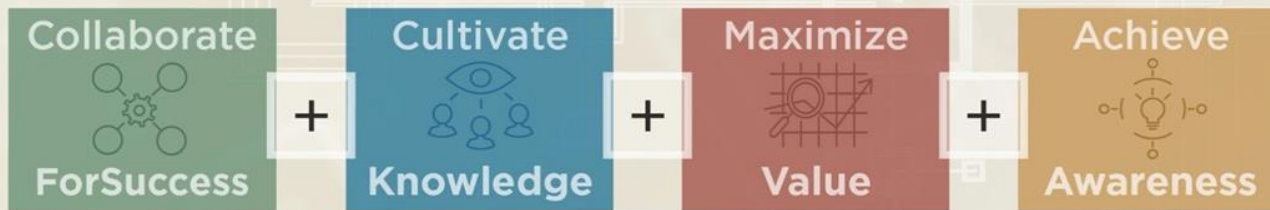




# Overview, Card Benefits, Solutions

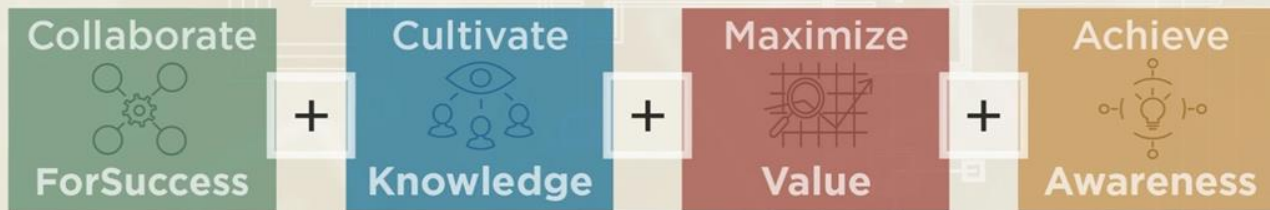
## Leasing with GSA Fleet





# GSA Fleet Leasing Network

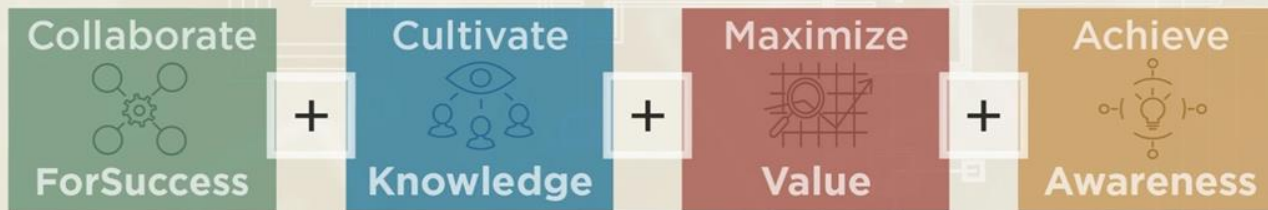
- Dedicated and knowledgeable Customer Service Staff
- Engineers for non-standard assistance
- National Maintenance Control Center: trained technicians to authorize maintenance and repairs over \$100 and recommend service shops
- Accident Management Center: customer solution when involved in accidents in GSA Fleet vehicles
- Loss Prevention Team: provide active fleet card monitoring for fraud, waste and abuse



# Benefits of GSA Leasing

- Online ordering, AutoChoice
- Large Selection
- FY16 prices averaged 19.8% below the dealer's invoice
- Predictable budget planning & no agency capital outlay
- All-inclusive rates
- Automated information systems
- Guaranteed vehicle replacements: modern, safe, efficient
- Reduce fleet administrative burden
- Less vehicle downtime
- Streamlined fleet solutions
- GSA Fleet Card with Loss Prevention Team

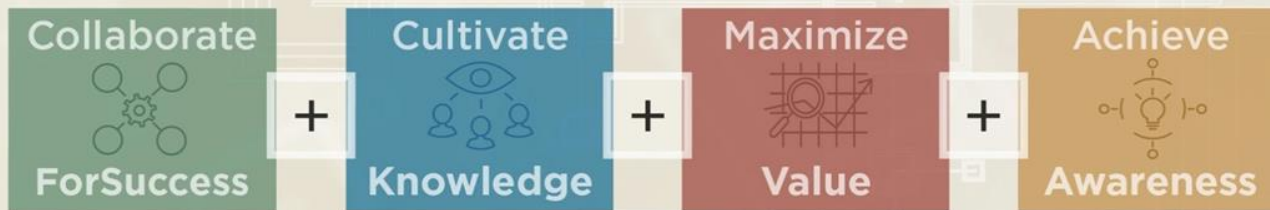




# GSA Vehicle Offerings

- Sedans
- Police Use Vehicles
- Light Trucks 4X2 and 4X4
- Stake, Dump and Utility Trucks
- Cab and Chassis Vehicles
- Medium and Heavy Duty Trucks
- Buses
- Ambulances
- Wreckers and Carriers

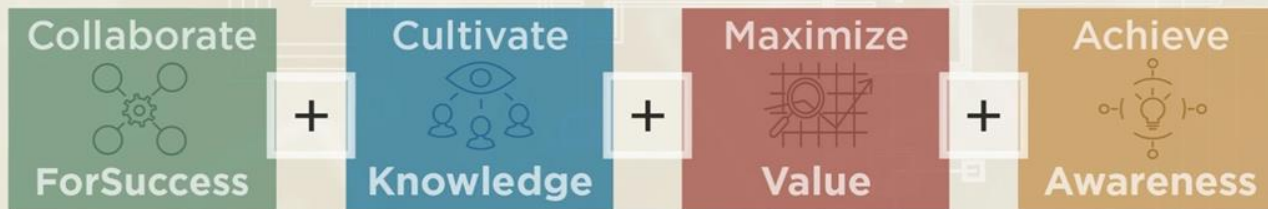




# GSA Fleet Rates

An all-inclusive monthly and mileage rate that covers:

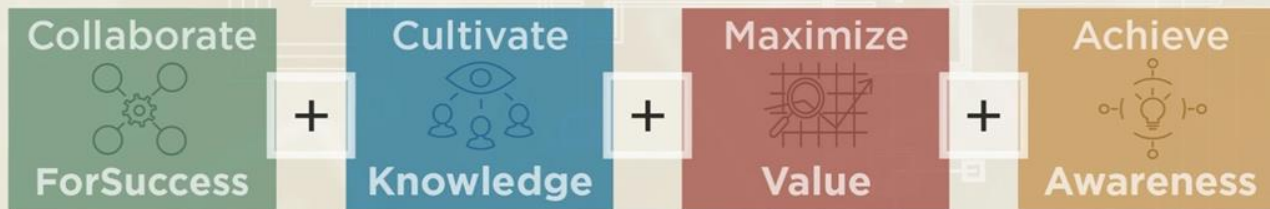
- Vehicles and Replacements
- Vehicle Information Management System
- Maintenance & Accident Management
- Fuel
- Fleet Card and Tag Management
- Disposal of Replaced Vehicles



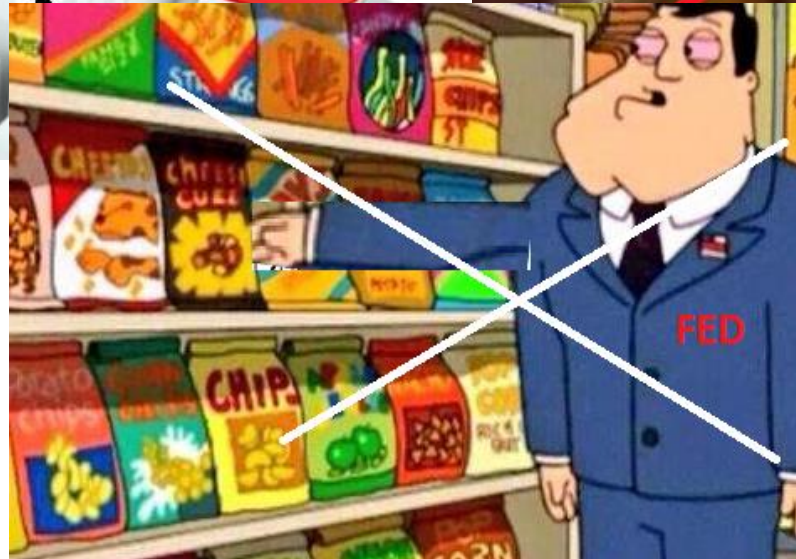
# GSA Fleet Card

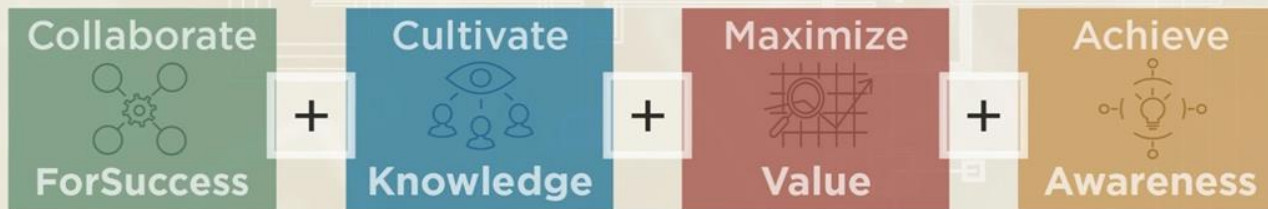
- Each vehicle assigned a GSA Fleet card to purchase:
  - Fuel
  - Minor maintenance and repair of government-owned or operated vehicles
  - vehicle-related accessories <\$100 dollars





# Loss Prevention Team

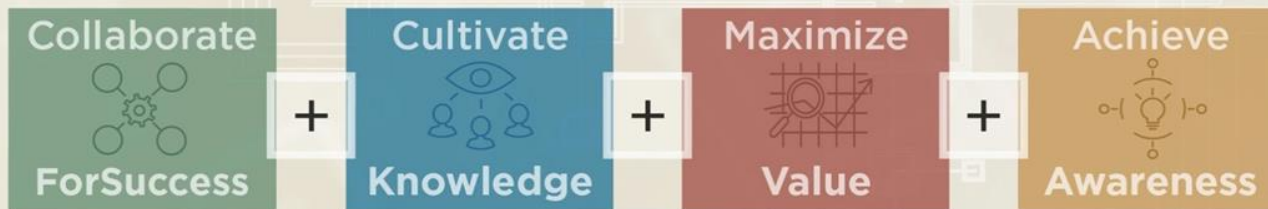




# Fleet Overview – Driving Efficiency

## Government-wide Purchases Through GSA

	FY10	FY11	FY12	FY13	FY14	FY15	FY16
<b>Total Vehicle Purchases</b>	63,352	54,964	50,114	41,643	58,050	47,409	53,013
<b>% AFV Purchases</b>	67%	80%	75%	82%	81%	83%	83%
<b>AFV Offerings</b>	291	502	894	1,537	1,513	1,632	1,783
<b>Improved MPG (GSA leased vehicles)</b>	24%	21%	15%	19%	21%	13%	14%



# GSA Fleet Cost Saving Efforts

- No increase in leasing rates the past 5 years
- Government-wide annual cost per vehicle by ownership:

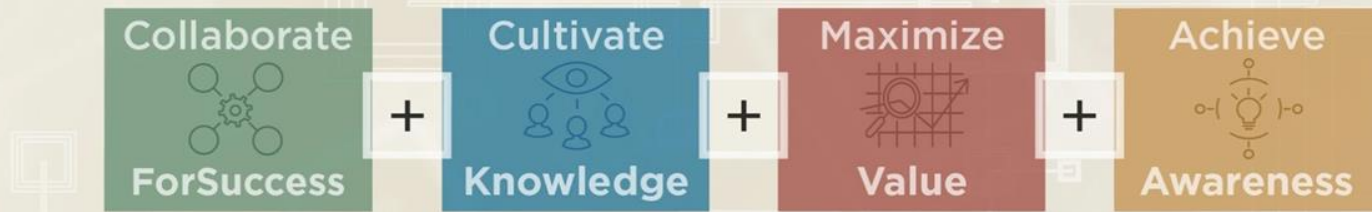
	Agency Owned	Commercially Leased	GSA Fleet Leased
FY2011	\$7,062	\$13,103	\$5,757
FY2012	\$7,026	\$8,058	\$5,872
FY2013	\$7,434	\$14,258	\$5,735
FY2014	\$7,583	\$14,995	\$5,524
FY2015	\$7,519	\$10,319	\$4,682



## Cost Per Mile Comparison

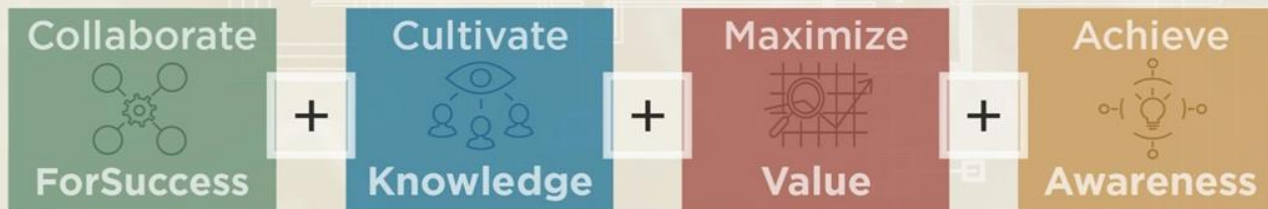
Federal Ownership Type	FY2013	FY2014	FY2015
Agency Owned	\$1.0610	\$1.1193	\$1.0474
Commercially Leased	\$1.0088	\$0.8257	\$1.0474
GSA Fleet Leased	\$0.6503	\$0.6761	\$0.5739





# Federal Fleet Requirements, Solutions, Offerings





# Federal Requirements

Law/Mandate	Requirements
Fleet Management Regulation (§102-34.50)	Agencies may only obtain the minimum size of motor vehicle necessary to fulfill mission and must obtain motor vehicles that achieve maximum fuel efficiency, limit motor vehicle body size, engine size and optional equipment to what is essential to meet your agency's mission
Executive Order 13693: Planning for Sustainability in the Next Decade	<ul style="list-style-type: none"> <li>➤ Reduce federal fleet per-mile greenhouse gas (GHG) emissions by 30% by 2025 from a 2014 baseline</li> <li>➤ By 2020, 20% of new fleet acquisitions must be comprised of zero emission and plug-in hybrid electric vehicles <ul style="list-style-type: none"> <li>➤ Increase to 50% by 2025</li> </ul> </li> <li>➤ Plan for refueling infrastructure that can record vehicle level refueling data</li> </ul>
Energy Independence and Security Act of 2007 (EISA)	<ul style="list-style-type: none"> <li>➤ Acquire only low-GHG emitting vehicles with some exceptions <ul style="list-style-type: none"> <li>➤ MY17 Passenger Cars: 300 g/mile max CO2 emission (295 for MY18)</li> <li>➤ MY17 Light-Duty Trucks: 375 g/mile max CO2 emission</li> </ul> </li> </ul>
Energy Policy Act 1992/2005 (EPAct)	<ul style="list-style-type: none"> <li>➤ 75% of light duty vehicle acquisitions must be alternative fuel vehicles in metropolitan areas</li> </ul>

Collaborate



ForSuccess

+

Cultivate



Knowledge

+

Maximize



Value

+

Achieve



Awareness

# FY17 Electric Vehicles

Offered by GSA Fleet



## 8E Ford Focus

115 Mile Range

**Purchase**

\$16,160.00

**Lease**

\$182/month, \$.063/mile

**Incremental**

\$1,515.00

**SPECIAL! Break Even Rate**

\$199/month, \$.063/mile

No Incremental



## NEW! 8E Nissan Leaf

107 Mile Range

**Purchase**

\$20,075.77

**Lease**

\$182/month, \$.063/mile

**Incremental**

\$5,430.77



## NEW! 8E GM Bolt BEV

238 Mile Range

**Purchase**

\$34,810.66

**Lease**

\$182/month, \$.063/mile

**Incremental**

\$20,165.66

*Only available in ZEV states: CA, CT, MA, ME, MD, NJ, NY, OR, PA, RI, VT*



# FY17 Plug-in Hybrid Electric Vehicles

Offered by GSA Fleet



**8P Chevrolet  
Volt PHEV**

**Purchase:** \$30,300  
**Lease:** \$182/month, \$.08/mile  
**Incremental:** \$15,655.00

## Subcompact Sedans



**8P Ford CMAX  
Energi PHEV**

**Purchase:** \$27,143.75  
**Lease:** \$182/month, \$.08/mile  
**Incremental:** \$12,498.75



**9P Ford Fusion  
Energi PHEV**

**Purchase:** \$28,209.30  
**Lease:** \$184/month, \$.10/mile  
**Incremental:** \$9,838.41

## Compact Sedans



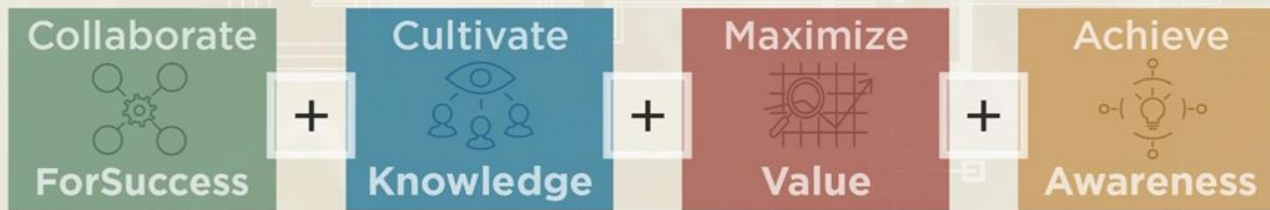
**9P Hyundai  
Sonata PHEV**

**Purchase:** \$27,961.85  
**Lease:** \$184/month, \$.10/mile  
**Incremental:** \$9,590.96



**NEW! Minivan**  
**20P Chrysler Pacifica PHEV**

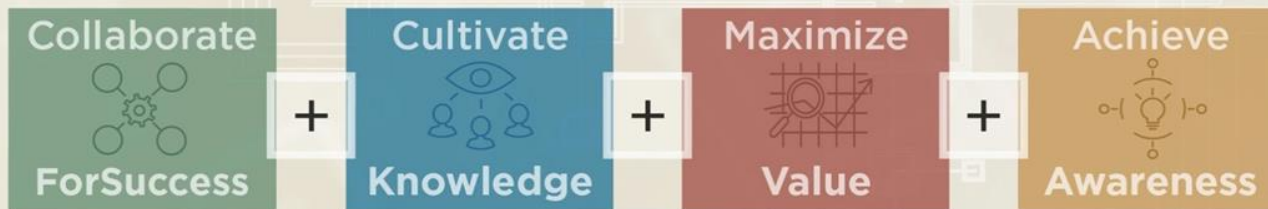
**Purchase:** \$38,458.78  
**Lease:** \$228/month, \$.19/mile  
**Incremental:** \$17,341.70



# Federal Sustainability Requirements for Products Purchased with Fleet Card

- Ensure that re-refined engine lubricating oil and retread tires are purchased if available
- Recycled, bio-based, FEMP-designated or non-ozone depleting products should be used where practical
- For alternative fuel vehicles, agency cardholders must purchase alternative fuel where readily available at a reasonable cost





# Implementing Sustainability: Fleet Planning

## Optimizing Your Fleet

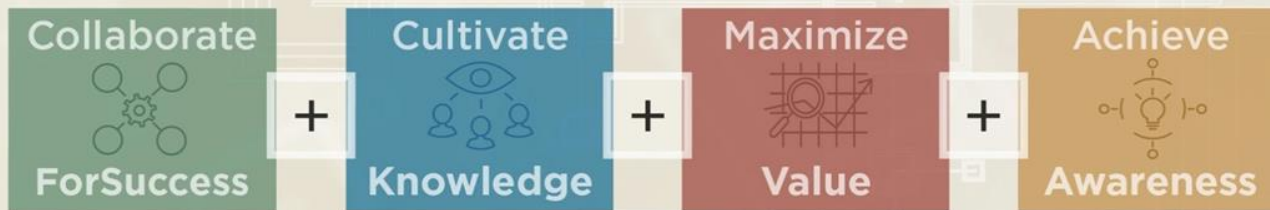


Greater  
ability to  
meet federal  
requirements



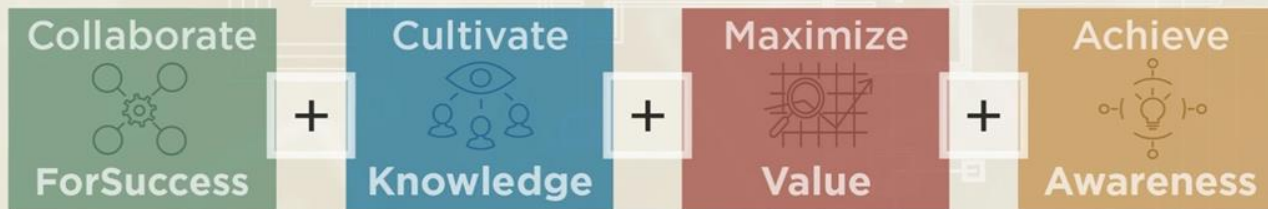
Reduced  
agency fleet  
costs





# How to Optimize

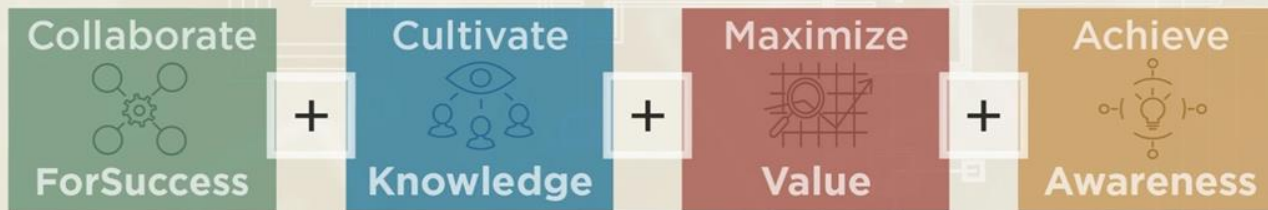
- Know your agency and your fleet
- Clearly define agency mission and goals
- Use the tools available to you
- Explore all available vehicles and options
- Use vehicle allocation methodology (VAM)
- Right-size vehicle fleet
- Have a mixed fuel portfolio
- Substitute vehicles for Fleet Solutions
  - Use Dispatch Reservation Module and look to Motorpool options
  - Look to STR/Short term rentals in place of vehicles that are sitting



# Improving Overall Fleet Sustainability

FUEL ECONOMY				
	More Green	←		Less Green
Size	Small			Large
Transmission	Continuously Variable (CVT)			Automatic
Vehicle Class	Sedan			Truck/SUV
Advanced Powertrain	Battery/Electric	Hybrid	Diesel/CNG/E 85	Gas
Engine Displacement	Smaller			Bigger
Vehicle Weight	Lighter			Heavier
Cylinders	Less			More
Age	Younger			Older





# Why More Efficient Vehicles?



**GHG Emission Reductions**

*No/less fleet GHG emissions from use of electricity*



**Operating costs**

*Lower fuel cost per mile and maintenance costs*



**Support market development**

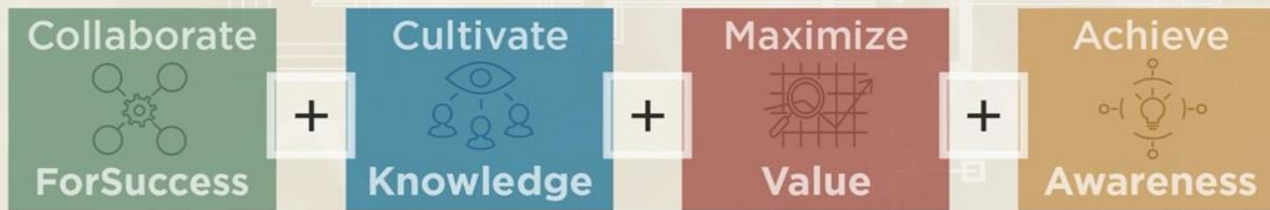
*Lead by example in growing the electric vehicle market*



**Performance**

*Quiet, comfortable, and quick*

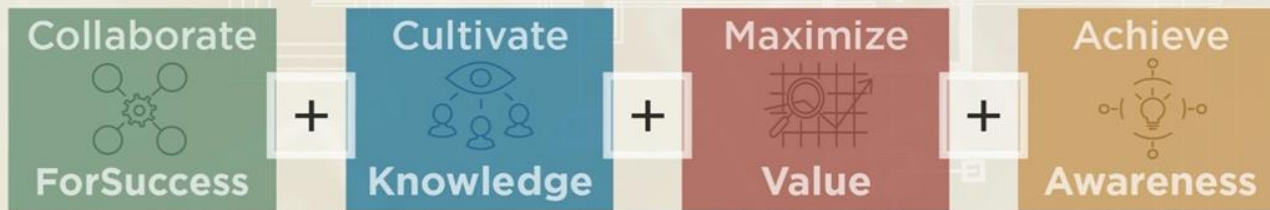




# Ancillary Services and Solutions

- AFV Guide & Tool
- Desktop Workshops
- Dispatch Reservation Module
- Electric Vehicle Charging Station Solutions
- FedFMS
- Newsletters
- Short Term Rental (STR) Program
- Standardized Law Enforcement Upfit Packages
- Telematics
- Training & Education
- Vehicle Consolidations





# Automated Solutions

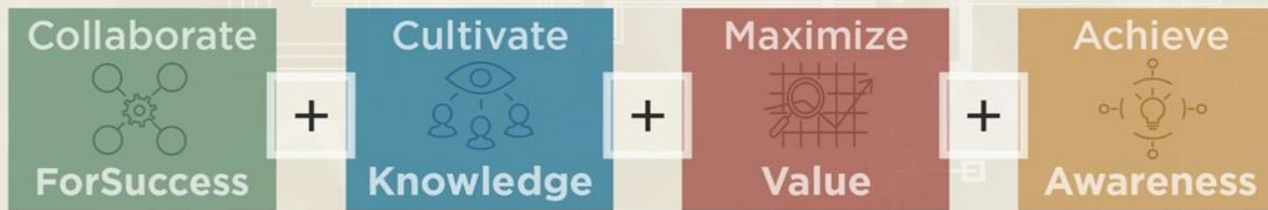
Data to effectively and efficiently manage your fleet

**Assist with  
compliance**

**Delivery  
national  
security**

**Access to  
detailed  
information**

**Ability to find  
vehicles that  
meet your  
needs**



# Electric Vehicle Charging Infrastructure



## Level 1

***2-5 miles of range  
per hour of charging***

120V charging, 7-21 hours for full charge. Charging cord provided standard with vehicle.

**Harder to capture data by vehicle. Least expensive.**



## Level 2

***10-20 miles of range  
per hour of charging***

240V charging. 2-5 hours for full charge. Stations can collect data with optional data/network services.

**Works with any type of PHEV/EV. Moderately expensive.**

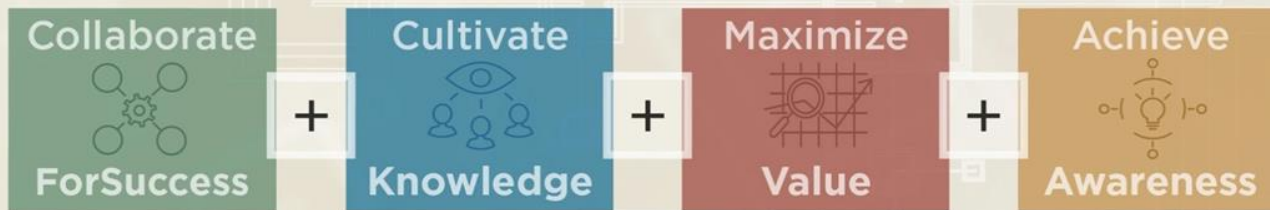


## Level 3 (DC Fast Charging)

***60-80 miles of range  
per 30 minutes of charging***

480V charging. Delivers full charge in 30 minutes-1 hour. Stations can collect data.

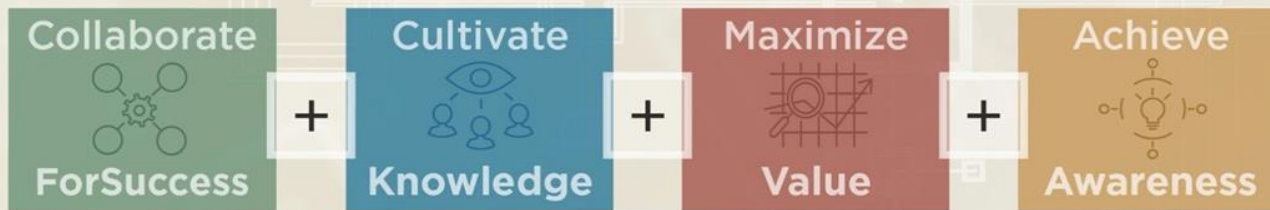
**Not all EVs can use all DC fast charger connection types. Most expensive.**



# GSA EVSE BPA

- 2 Firms received Awards
  - Apollo Sunguard Systems, Inc. (BPA GS-30F-GA082)
  - Pacific Lighting Management, Inc. (PLEMCo) (BPA GS-30F-GA083)
- 6 EVSE manufacturers under Category 1
  - ChargePoint, EVSE LLC, Garage/Juice Bar, Leviton, Efacac, Telefonix
  - 78 different configurations
  - 1 year of data network services included in station price for majority of CLINS
- 1 Data network awarded under Category 3
  - ChargePoint
- No installation services awarded

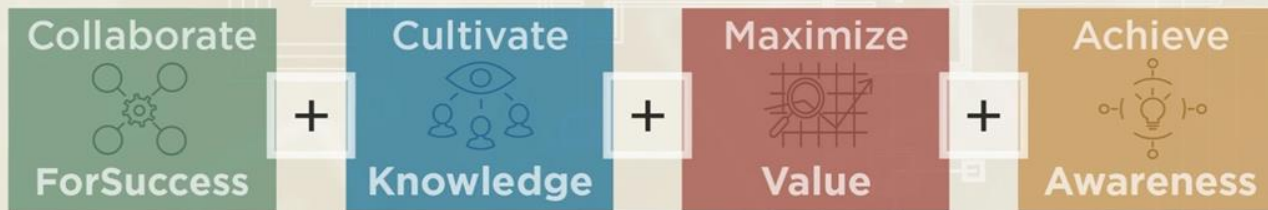




# GSA Fleet Lease Offering

- GSA Fleet will lease level 2 charging stations only
- Four different models:
  - Wall mounted, single port
  - Wall mounted, dual port
  - Pedestal mounted, single port
  - Pedestal mounted, dual port
- Stations will include 1 year of network connectivity and data collection
  - GSA Fleet HQ will have access to the data
  - Integration with WEX/GSA's Inventory System possible
- Asset will be stored in GSA's Fleet Management System
- First orders will be placed mid- to late-April
- Delivery to all 50 states and Puerto Rico within 60 days of order placement



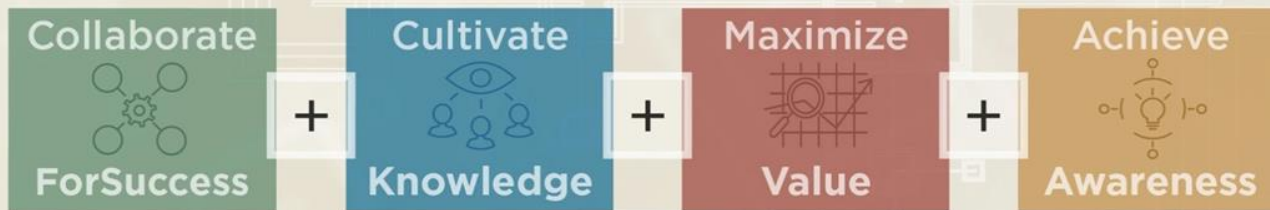


# Charging Stations for Lease

- **Method of Award:** Lowest Priced Technically Acceptable (LPTA)

Configuration	Monthly Rate
Wall Mount, Single Port	\$85.39
Wall Mount, Dual Port	\$129.65
Pedestal Mount, Single Port	\$94.41
Pedestal Mount, Dual Port	\$138.67





# Charging Station Lease Terms

- Agencies are required to sign a Memorandum of Agreement (MOA) with GSA Fleet in order to participate in this offering
- Lease will be a 48-month fixed period with one 12-month option period to be automatically renewed, unless the agency notifies GSA of its intent to discontinue the lease
  - After the 12 month option period, asset can be transferred to the leasing agency through an excess property transfer
- Lease covers charging station equipment **only**
- Installation and maintenance of the stations is the responsibility of the leasing agency



# Charging Station Order Process

## Lease vs. Buy

### Lease

1

Contact AFV Team at  
[gsafleetafvteam@gsa.gov](mailto:gsafleetafvteam@gsa.gov)

2

AFV Team provides relevant documents  
MOA, Order Form, Fact Sheet

3

Order form and MOA are completed and  
returned to GSA, **GSA Contracting Officer places  
order**

4

AFV Team supplies leasing customer with  
accountability form, **GSA AFV Team enters asset  
in NEW EVSE FMS once completed  
Accountability Form is returned**

### Buy

1

Direct agencies to [gsa.gov/afv](https://gsa.gov/afv) (the EV  
Charging Stations tab)

2

Agency Contracting Officer can place  
**order directly against BPA**  
in accordance with FAR 8.403(C)  
requirements

3

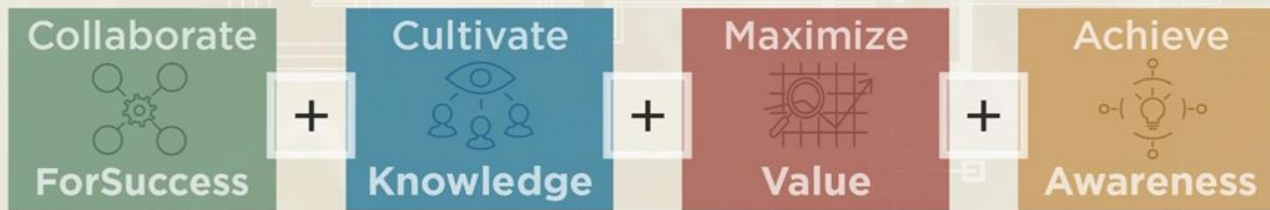
Agency Contracting Officer  
**determines acquisition threshold** (For  
LPTA, if cost is >\$3,500 & <\$SAT, then  
CO can use BPA pricing per CLIN  
Award Doc. as "fair opportunity" for  
each firm) All order and delivery  
arrangements made by agency



# Telematics

- BPA - 2 Categories Awarded
  - Category 1 - GPS Tracking
    - Speed, location data, Idling, utilization
  - Category 2 - GPS Tracking & Vehicle Diagnostics
    - Speed, location data, Idling, utilization AND Maintenance, Fuel Consumption, Emissions

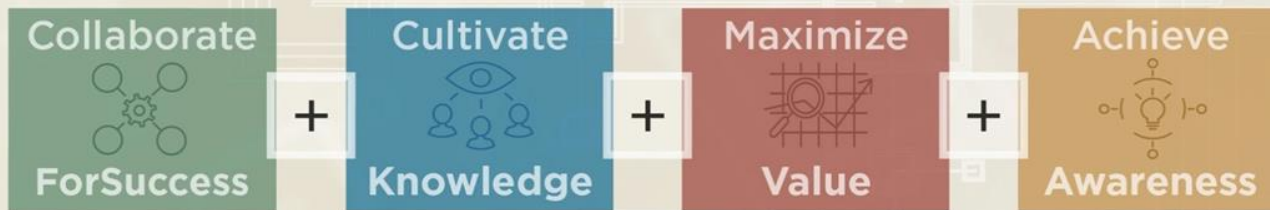
Description	GPS Tracking	GPS with Vehicle Diagnostics
Device (per unit)	\$100.00	\$100.00
Installation (per unit)	\$46.55	\$46.55
Monthly Wireless Plan & Web Access	\$10.00	\$12.00
Total Upfront Costs	\$146.55	\$146.55
Annual Service Cost	\$120.00	\$144.00



# Customer Feedback

## ***We're Listening***

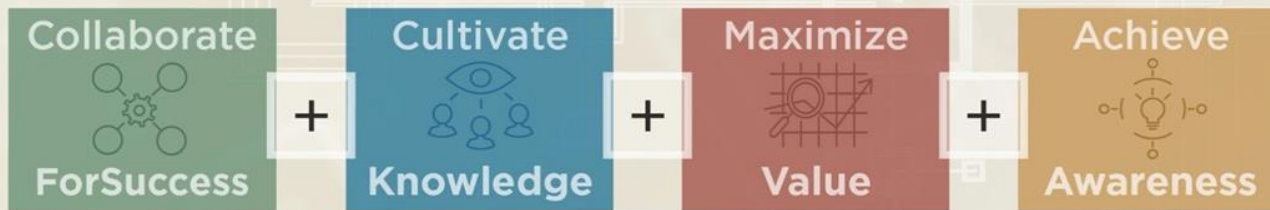
- Modernized GSA Fleet Drive-thru and AutoChoice Systems
- Provided new after hours roadside assistance program
- Released Customer Leasing Guide, inclusive of Fair Wear and Tear policy
- Increased training opportunities
- Streamlined the acquisition process for leasing customers
- Added order status as provided by the manufacturer in AutoChoice
- Facilities Vendor and Customer Self Service (VCSS) email notification
- Expanded WEX Acceptance



## On the Horizon

- Fleet Drive-thru and FEDFMS modifications for FAST ALD reporting
- GSA Fleet2GO Mobile Application
- Federal Fleet Manager Certification Program

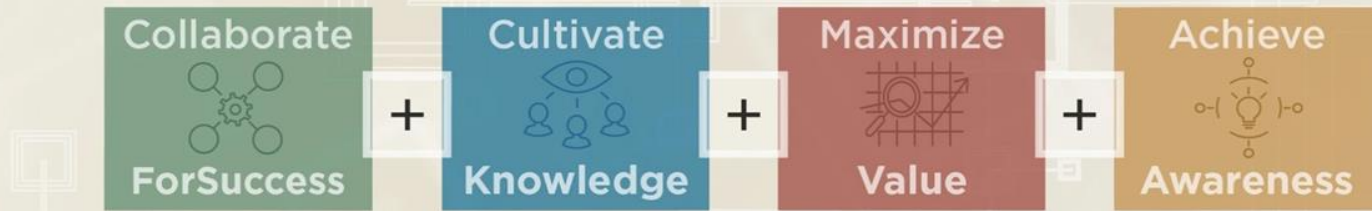




# Questions







# Contact

**GSA Fleet**

[gsafleet@gsa.gov](mailto:gsafleet@gsa.gov)